

## Message Text

LIMITED OFFICIAL USE

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00  
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 PA-01  
SS-15 NSC-05 LAB-04 SIL-01 /062 W  
-----115169 260456Z /10

R 251615Z MAY 78

FM AMEMBASSY ROME

TO SECSTATE WASHDC 3062

INFO AMEMBASSY BONN

AMEMBASSY LONDON

AMEMBASSY PARIS

LIMITED OFFICIAL USE ROME 9714

E.O. 11652: N/A

TAGS: EAIR, IT

SUBJECT: ALITALIA'S NORDIO EXPRESSES STRONG INTEREST IN AIRBUS

REF: ROME 7576

1. DURING PRESS CONFERENCE ON MAY 23, ON OCCASION OF ALITALIA'S ANNUAL STOCKHOLDER'S MEETING, UMBERTO NORDIO, PRESIDENT AND GENERAL MANAGER OF ALITALIA, REPORTEDLY SAID AIRBUS WAS ONE OF MORE PROBABLE CANDIDATES FOR SELECTION BY ALITALIA FOR ITS SHORT AND MEDIUM RANGE ROUTES. IF IT IS SELECTED, THE NUMBER OF AIRBUSES THAT ALITALIA WOULD BUY WOULD VARY FROM 6 TO 13 DEPENDING, HE SAID, ON WHETHER IT COULD BE USED ECONOMICALLY ON ALL ALITALIA'S SHORT AND MEDIUM RANGE ROUTES. ALITALIA WAS ALSO INTERESTED IN ALTERNATIVE BOEING AND MCDONNELL-DOUGLAS AIRCRAFT; A MIXED PURCHASE OF MORE THAN ONE TYPE WAAS NOT TO BE EXCLUDED IF THAT WOULD GUARANTEE GREATER ASSURANCE OF ECONOMY.

2. COMMENT: NORDIO HAS TOSSED OUT FOR PUBLIC CONSUMPTION ON EARLIER OCCASIONS (SUCH AS DURING LIMITED OFFICIAL USE

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MADRID IATA CONFERENCE) THE POSSIBILITY THAT ALITALIA MIGHT BE INTERESTED IN BUYING THE AIRBUS WHILE TELLING EMBASSY PRIVATELY THAT COMPANY HAS LITTLE REAL INTEREST IN THAT AIRCRAFT (SEE REFTTEL). REMARKS REPORTED ABOVE AT ANNUAL MEETING PRESS CONFERENCE, SEEM TO INDICATE SHIFT TOWARDS GIVING MORE SERIOUS CONSIDERATION TO AIRBUS, BUT MAY BE NO MORE THAN PRUDENT PLAY TO

ENHANCE ALITALIA'S BARGAINING POSITION. END COMMENT.  
GARDNER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, SUPPLEMENTAL AIRLINES, PERSONNEL ASSIGNMENTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 25 may 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978ROME09714  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780222-0332  
**Format:** TEL  
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**Litigation History:**  
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**Message ID:** 7eb1ba96-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
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**Previous Handling Restrictions:** n/a  
**Reference:** 78 ROME 7576  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
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**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2567981  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ALITALIA'S NORDIO EXPRESSES STRONG INTEREST IN AIRBUS  
**TAGS:** EAIR, IT, (NORDIO, UMBERTO)  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014